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NOGALES BOARD OF TRADE

Secretary's Annual Report to the
Officers and Members of the Noga-
les and Santa Cruz County Board of
Trade 1908.

GENTLEMEN:

The Board of Directors elected at the annual meeting of the Nogales and Santa Cruz County Board of Trade, held in Armory Hall on the 6th of August, 1907, at their first regular meeting the following week organized for another year's work by again electing the former corps of officers and the appointment to the standing committees of those who had gained experience by service in these lines during the previous year.

In August the Board turned their attention to several questions; among them being the consideration of the possibility of securing the cooperation of the Forest Service in stocking the local National Forest with game birds; the securing of delegates to the National Mining Congress meeting in Joplin, Mo., in October, and consideration of plans for further endeavor in securing an extension of the San Diego-Yuma Railroad to Nogales. The Board also took steps urging the early decision by the Government of the Baca Float Controversy.

The following month a payment of \$300.00 was made to the Fire Department to meet the pledge of the Board for the new chemical engine. The Board received a proposition from the Federal Smelting and Refining Co., for establishment of a smelter at Nogales; instructed its Town Improvement Committee to take up with the Council the proposition of building a town hall, and held a special meeting at which Mr. Howard S. Reed of the Reclamation Service spoke at length on the subject of irrigation for the Santa Cruz Valley.

In October the Board sent an invitation to the Postal Telegraph headquarters in New York to extend their lines to Nogales, and received assurance from the 2nd Vice President of the company that the matter would be taken under careful advisement. They also secured the attendance of two of our prominent mining men at the Mining Congress.

In November the Board invited Mr. Hill at the head of the Phoenix office of the Reclamation Service, to come to Nogales and go over the Santa Cruz Irrigation project with the Board, but were unable to secure his attendance because of other pressing duties. A number of local merchants appeared before the Board at this time with a request that the organization take up with the railroad the matter of excessive freight rates on produce and sugar. This was turned over to the Railroad Committee of the Board and after careful investigation, and diplomatic representation to the proper railroad officials, they secured a reduction of 25 per cent on potatoes, onions and other similar produce and also on sugar. The securing of mail boxes for the depot and Morley Avenue were also taken up at this time by the Town Improvements Committee, but owing to the great amount of work to be handled by the local postoffice it was found impracticable to do anything. At the request of the Postmaster General the Finance Committee, acting for the Board, presented an exhaustive opinion on the question of the Government proposition for extension of parcels post and postal savings banks. The Board's attitude on these questions was in favor of the extension of parcels posts, but only qualifiedly in favor of postal savings banks, owing to the fact that under certain circumstances such banks might be the means of withdrawing local capital from local circulation and concentrate the same in the larger commercial centers.

The Board, feeling itself sufficiently established as a commercial body, procured a seal with which to attest its documents, using as the design for this seal an engraving of the map of the United States and Mexico with a large key marked "Nogales," opening the door to the south.

In December the Board was able to unite with the town council and the citizens generally in a celebration of the removal of the spur track of the railroad from Morley Avenue. This month also

saw the inauguration of the movement for a Federal Building for Nogales and the taking up with the Town Council of the question of securing complete field notes of the Bradford Map of the town.

In December also the Hon. Marcus A. Smith, our delegate in Congress, introduced a bill in that body for a \$90,000 building.

In January the Board secured special contributions to the expenses of the Board for the year to the amount of \$947.00. During January also the Board made the rule requiring the names of new members to be voted upon by the Board of Directors.

The next month several important matters were taken up. These were a movement looking toward the cancellation of the Pima County Bonds, the consideration of a proposition for giving the Federal Smelting and Refining Co., a free site for a smelter, and the taking up of the freight claims question with the railroad in behalf of the merchants. Owing to the fact that the Board lacked faith in the ability of the smelter company to keep its promises, and the evident desire of the company to use the Board's name for its own purposes, the proposition was rejected, and as nothing further has been heard of them, such action would seem to have been justified. Regarding the Pima Bonds, after careful consideration and conference with the Board of Supervisors, a special meeting was called of tax payers to ascertain the sentiment of the citizens toward a proposed payment of several hundred dollars by the Board of Supervisors toward the expenses of securing the annulment of the bonds by Congress. The sentiment was adverse to such a contribution, the matter was dropped. Regarding the freight claims the question was turned over to the Railroad Committee, who after several months of careful and faithful work, secured from the railroad company a satisfactory settlement of all differences, and the merchants report that the present condition of their freight claims is very satisfactory.

In March a contract was entered into with The Oasis Publishing Co., for the sending of one hundred copies of the paper weekly to a list of one hundred boards of trade, chambers of commerce, chambers of mines, commercial clubs, public libraries etc., throughout the country, a contract being made for one year. By this contract the Board secured special writeups on the front page of the paper at stated intervals, and also the advantage from an advertising standpoint of the regular subscription list of the paper, in addition to the list of 100 mentioned above. It was thought by the Advertising Committee that this would be a much more effective way of advertising for the amount of money expended and would have the value of being unique. As vindicating this opinion the secretary has received numerous letters from these commercial organizations showing their appreciation of the paper, and statements contained in these letters show that from 25 to 1000 people see the paper at each of these commercial centers each month; making the total of persons reached per month, even on the low estimate of 25 per each subscription, amount to 2500. From this it will be easily seen that for cheap and effective advertising this plan far outweighs the sending out of pamphlets or other matter by mail; although by the use of stickers on letters and packages this line of advertising has not been totally neglected. Further publicity has also been secured through articles dealing with Nogales, furnished to magazines and dailies.

Another important matter taken up by the Town Improvements Committee during March, was assisting the town council in an endeavor to improve the city park. The board fence which had surrounded the park was removed and suitable benches provided by the council, and plans laid for further improvements in the future.

During April the Board completed its payment of money pledged to the Santa Cruz Gauging Station, and as the Government refused to finance the further operation of the station, the same was of necessity discontinued. The Board also appointed a committee to take care of the preliminary arrangements for holding a 4th of July celebration in Nogales, and at the present writing that

committee has carried through a very successful celebration of the national holiday.

In June the Board at the request of the cattlemen, took up with the railroad company the securing of a better rate on livestock between Calabasas and Huachuca, and the former rate of \$44.00 has been cut to \$30.00. In June, owing to a vacancy created on the board of directors by the withdrawal of Mr. H. M. Chapman from the city to take employment in Los Angeles, the Board elected Mr. Manuel Mascareñas Jr., to fill the vacancy. The Board during the year has changed the location of its offices from the Piskorski building to the Mix building, as the latter is much more advantageously located and we secure two rooms for the former price of one.

Finally the Board conferred with the council at its July meeting with reference to installation of modern sewerage system in Nogales, and will assist the council to the best of its ability in pushing the matter to successful completion.

Taking a rapid review of the work of the year we see that the Board of Trade has interested itself in a number of very important matters affecting the welfare of Nogales. The Cananea Railroad, which was practically assured at the time of our last annual meeting has now been nearly completed. The Baca Float Controversy has been decided in favor of the settlers; the railroad track on Morley Avenue has been removed, freight rates on sugar and vegetables have reduced 25 per cent; freight claims of the merchants which had been in bad shape for several years were straightened out; the 4th of July celebration was successfully carried through and the pledges of the Board for the fire engine and gauging station on the Santa Cruz have been met. So much for those things which have been accomplished.

Several matters of importance still remain to be pushed to completion. The most important of these are the securing of a federal building for Nogales, the installation of a Government dam on the Santa Cruz, the building of a city hall and the construction of a sewer system in Nogales.

With regard to the federal building the Board is assured by Delegate Smith that the bill will almost certainly be passed by Congress during the coming winter.

Regarding the Santa Cruz Irrigation Project, the matter is held back for the present by the fact that the Government is now spending such great sums in other parts of Arizona. It is unfortunate that the gauging of the river should have had to be suspended, as any project for irrigation with which the Government has to do always rests first upon the showing of water supply by actual tests and measurements, and any plan which receives Government aid on the Santa Cruz, must therefore necessitate a showing of sufficient stream flow. Though the gauging has been temporarily suspended, yet the value of the work already done remains, as the records obtained by this year's work will be filed away in the office of the Reclamation Service and will be available in connection with any later tests.

Regarding the town hall and the sewerage system, it is only a question of time when they will become realities, as all classes appear to be heartily in favor of these two enterprises.

But in closing the most important event of the year to this section will be the completion of the Cananea road. Even now the great copper camp is renewing activity with new and improved machinery which will enable them to tremendously increase their output.

As all fuel and supplies of every sort for Cananea will come by way of Nogales the local freight yards must be greatly enlarged to accommodate the traffic. This will mean a great number of train crews to carry this traffic, who will make their homes in Nogales; a great improvement of the road bed of the New Mexico & Arizona Railroad to stand the great tonnage which will pass over it, more engines in the local roundhouses to haul these trains; more shops and workmen to keep these engines and cars in repair; enlarged office forces to take care of the business, and a consequent increase of population, prestige and business to Nogales.

Added to the advantages to be derived from the completion of the Cananea

Road, Nogales will be an important division point and terminal on the great trunk line to the City of Mexico which will be running through pullman service over this line to accommodate the ever increasing tourist travel, within a few months of the closing up of the few links still unforged between this city and the Mexican capital.

The policy of the government of Mexico is even now requiring the handling of Mexican railroad business entirely on Mexican soil. As this policy will certainly within the near future prohibit the crossing of the international line by rolling stock of Mexican roads, it needs no prophet to foretell that this will mean the location at this point, on both sides of the line, of greatly increased facilities for keeping such rolling stock in repair, even though it be admitted that the main shops will be located at Empalme.

At the present time Nogales is recognized as the best hotel town in southern Arizona. The reason for this is that all passengers from both north and south must stop overnight at Nogales. This needs but to be mentioned in connection with the coming tourist travel to this point to show the unlimited possibilities of the future.

The town and county must advance. They cannot go backward with all the vast advantages of raw material and favorable location afforded by our mines, railroads and agriculture.

Respectfully submitted,
C. M. RATHBUN,
Secretary.

FINANCIAL AND STATISTICAL REPORT OF THE SECRETARY.

To the Officers and Members of the
Nogales and Santa Cruz County Board
of Trade.

Gentlemen:

I have the honor to present for your consideration the following statement of receipts and expenditures of the Board for the past year, covering a period from August 1st, 1907, to August 1st, 1908. Also a statement of the work done and the assets.

Balance on hand August 1st, 1908, \$194.99

RECEIPTS:

Dues	\$ 842.93
Subscription to Special Emergency Fund	530.40
Special Contributions	30.00
Refund on bill	.92
Total	\$1404.25

DISBURSEMENTS:

Secretary's Salary and Commissions	\$ 637.20
Stationery	7.50
Office Supplies	7.90
Expressage	2.40
Postage 24.64	24.64
Rent	220.00
Post office box rent	1.80
Phones	2.50
Fuel	3.50
Payment on Chemical Engine	300.00
Seal	4.00
Mexican Exchange	1.14
Printing	23.75
Photos	10.13
Literature	1.70
Drayage	3.00
Electric Lights	10.00
Painting Signs	6.50
Engrossing	1.00
Santa Cruz Gauging Station	191.25
Oasis Contract	112.95

Total Expenditures \$1572.86

Cash on hand August 1st, 1908, \$ 26.38

C. M. RATHBUN,
Secretary.

Report O. Kd.,
(Signed) WM. SCHUCKMAN,
Chair, Finance Committee.

SUMMARY OF THE WORK.

Number of Letters sent out	330
Number pieces literature sent out	3000
Number contributions to papers and magazines	12

ASSETS.

5 Small tables.
1 Large table.
14 Official chairs.
8 Framed pictures.
1 Newspaper rack.
1 Bookcase.

(Concluded on page 4.)